

## VMEC Provides Innovation, Process Improvements to Businesses

For over 15 years, the Vermont Manufacturing Extension Center (VMEC) has provided expert process improvement assistance in plants and offices across Vermont, along with world class training to hundreds of enterprises. The Center has also assisted clients in health care, higher education, government and finance sectors. VMEC strives for measurable results and developing problem solvers in organizations who can continuously improve their organizations. Process improvements generate increased capacity, so VMEC also assists companies with profitable growth strategies to utilize capacity.

Being better, faster or cheaper is not enough to succeed in today's world markets. "Meaningfully unique" products and services make more money. Studies by Georgia Tech confirm that businesses with a primary business strategy of innovation have "far greater average profits than companies with strategies based on delivery, customer focus or quality ... and over twice the profit margin of low price strategies."

Innovation is bringing new ideas to life. Ideas become innovations when they yield a tangible result that provides

a benefit to customers for which they are willing to pay more money. VMEC is working with companies to help them implement a cutting edge SYSTEM: the "Innovation Engineering Management System" that accelerates a continuous flow of innovations – big and small – to address their "Very Important Problems and Opportunities" for profitable growth - with tools to help teams think smarter and more creatively. Major innovation projects can have dramatic impacts on sales and profits.

The foundation training for the IE Management System is the "Innovation Engineering Leadership Institute (IELI)." This is a 3-day program designed for senior management in business, government, non-profits, academia, and entrepreneurs. VMEC is hosting its third IELI August 23-25, 2011 in Essex Junction. Attendees at this course learn tools and build confidence to lead the creation, communication and commercialization of meaningfully unique ideas in their enterprise.

For more information on this training or other VMEC initiatives, visit [www.innovationengineering.info/vermont](http://www.innovationengineering.info/vermont) or call VMEC at (802) 728-1432.

## Chamber members save big with FairPoint!

by Phil Schuman, Director of Membership Sales

Lake Champlain Regional Chamber of Commerce members are now eligible for a special discount of up to 30 percent on business high-speed Internet from FairPoint Communications.

As you are a valued Chamber member, FairPoint wants to support your business with affordable, reliable tools that will enable you to focus on what you do best and save valuable time and resources. You choose the service and speed that fit your needs and FairPoint will provide the well-supported Internet connections that give you access to the people, information and opportunities on which your business relies.

"We are excited to partner with businesses of all sizes —

whether they have four or 400 employees — because we know they are counting on us to help them create and share meaningful connections in local communities and around the world," said Mike Smith, Vermont state president for FairPoint. "We look forward to working with the Lake Champlain Regional Chamber of Commerce to offer members flexible, scalable high-speed Internet services specially designed for the unique needs

of businesses."

For more details, call or email Phil Schuman at the Chamber, (802) 863-3489 ext. 211; [phil@vermont.org](mailto:phil@vermont.org). He will put you in touch with a FairPoint consultant who can provide the solutions your business needs.



## Business Development Resources Often Underutilized

I have heard members say that it is often difficult to navigate the numerous services that are available to support business development. We hope that this edition of *60 Main Street News* helps to alleviate any confusion.

This Chamber and its collaborative partner organizations are unique in Vermont. We are the only organizations that have co-located for simplicity and efficiency. At our office at 60 Main, you will find not only the Chamber office but also the offices of our regional development corporation, GBIC, that encompasses many programs and assists with state incentive applications and local/regional permits; the Vermont Manufacturing Extension Center (VMEC), an organization that works with you to bring operational efficiency across all domains to your place of business; the Small Business Development Center (SBDC) whose job it is to give the backbone of our economy (small business) the tools, advice and guidance that they need to succeed; and the Vermont Economic Development Agency (VEDA), a lending organization for business. In addition, staff from Vermont Agency of Commerce and Community Development is here regularly to assist with any issues that a business owner might have with the state. While we cannot promise to solve every problem to an individual owner's satisfaction, we can make sure that you are connected with the right people who can help you find a workable solution.

Often forgotten as part of the network of business services are the Government Affairs staff. With assistance from GBIC, we have two full time professionals to represent us in Montpelier and to advocate with individual departments of state government, if necessary. Nowhere was this service more demonstrably successful than in resolving the unfair competition and deceptive advertising faced by Vermont florists when competing with large on-line retailers. We were able to convince our legislature to change the law to protect small businesses and to ensure that they will thrive here.

I truly hope that you will take the time to read about the services available to you and to reach out to them if you think that they can help. If you need any more information, you can always feel free to call any Chamber staff person and they will be happy to help you out. Remember, the Chamber exists to serve you and to ensure that we continue to have a thriving private sector economy in Vermont.



Tom Torti, President,  
Lake Champlain Regional  
Chamber of Commerce

A handwritten signature in dark ink that reads "Tom".

---

## An Economic Flood

This year summer seemed to always be just around the corner; even as temperatures soared such that the sun would melt your creemee before you could eat it, the rains and subsequent flooding that damaged and destroyed many homes and business made it feel as though we'd never get to see our waterfront the same again. Now that the waters have finally receded there are two opposing thoughts that immediately come to mind: we've weathered the storm, but the destruction it caused is now more apparent than ever.

With time, we can expect that homes and building will be rebuilt, though they may never again feel the same way, especially to those directly affected. Much like the overwhelming sense of helplessness caused by the rising waters, and the realizations that came when they finally ebbed, our economy has largely weathered the recession, despite the scars of unemployment and closures on our

collective mind.

Many Chittenden County employers have been fortunate that their diligence and efficiency measures have paid off. And while sales begin to return, employers are faced with the difficult challenge of how and when they will be able to upscale employment to pre-recession figures. For some, the reality is that until pushed by market demand, the new normal will be lean operations to continue the recovery efforts. For others, their markets continue to grow or diversify and their hiring patterns have been a reflection of this. But even the most optimistic outlooks are now more attuned to the larger market forces that can disrupt business-as-usual.

Vermont as a state, and Chittenden County in particular, tended to fare better than the rest of the country in holding

*GBIC: cont'd on page 3*

## ECOS Project a Large-Scale Initiative

### Setting the Architecture

The ECOS project is a regional initiative which will take place over the course of three years, culminating in an update to the region's most important planning documents, including the Burlington Legacy Plan. It will make available to municipalities in the County over a quarter of a million dollars for implementation projects as well - to be based on the action items and strategies developed for the Plans. The project is funded by the US Department of Housing and Urban Development (HUD) through the Sustainable Communities Regional Planning Grant Program which is aimed at supporting more livable and sustainable communities. Chittenden County is one of 5 communities receiving this award in New England.

The ECOS project started earlier this year with the formation of a steering committee comprised of members from the 19 municipalities of Chittenden County and an additional 40 plus private, non-profit, educational and governmental organizations.

A kick-off retreat was held on May 25 where Governor Shumlin provided the keynote address and participants worked on developing project goals for each of the 5 areas that are the focus for the project (Built Environment, Economy, Energy & Telecommunications, Natural Environment/Natural Resources, and

Social Community). At the retreat Governor Shumlin told the steering committee "we have an opportunity here, as regional planners, to set the architecture, the plan for that opportunity to ensure that we have better jobs, better economic opportunities and better quality of life."

Public participation in the ECOS project is critical to a successful outcome and in the coming months there will be many public engagement activities provided to support the project. The draft goals will be made available for public comment and input on the ECOSproject.com website in the next week, public meetings will be held, and we will be increasing our presence on social media sites to create a forum for people to interact and share their opinions.

As part of the public engagement process, we are developing a "Sustainability Is....?" interactive opportunity for residents and businesspeople to weigh in on what sustainability means to them and to solicit their vision for the future. In the coming months, Burlington City Arts will be collaborating with the ECOS project partners to create arts engagement activities that will provide additional interactive ways for the public to participate, including outreach to young people, under-served constituencies and the schools.

### GBIC: cont'd from page 2

our footing even during the deepest months of the recession. But the reality for many Vermonters is that despite this general security, individuals lost their jobs and employers had to close doors. The Governor and his team of economic development professionals have taken this reality to heart, and are proactively engaging the State's programs and services to allow employers to accelerate their growth plans. As the economic flood recedes, we need to be investing in the people and employers who will drive the regeneration and future growth for our county and for our state.

Want to know more about GBIC? Visit [www.gbicvt.org](http://www.gbicvt.org).

### Tourism & Referral Statistics – June 2011

**Williston Northbound Welcome Ctr.**  
walk-in visitors 32,846

**Williston Southbound Welcome Ctr.**  
walk-in visitors 22,267

**Burlington International Airport**  
information requests\* 3,241  
phone calls 929

**60 Main Street**  
mail requests 544  
phone calls 300

**Webs Statistics**  
Site visitors for June 30,831  
Page views for June 146,595

\* Reflects specific requests, not actual airport traffic, which is significantly greater.

# MEMBER NEWS & NOTES

[www.vermont.org](http://www.vermont.org) • [adam@vermont.org](mailto:adam@vermont.org)

## Ski Pass Sales Are Just Around the Corner!



The Lake Champlain Regional Chamber of Commerce is once again offering Ski Pass Discounts to our members and their employees this year! We want to thank Stowe Mountain, Sugarbush, Jay Peak, Bolton Valley, and Smugglers Notch for their participation year after year!

We will roll out pricing and deadlines for the resorts starting in August of 2011 via emails to membership and through our website [www.vermont.org/skipass](http://www.vermont.org/skipass). Please forward any information to your employees as it makes a great 'company benefit' for them as well.

We are very pleased to be offering these exclusive discounts to our members once again this year! Please contact Adam Brooks at (802) 863-3489 ext. 220 or [adam@vermont.org](mailto:adam@vermont.org) for more information or questions.

### Marketing With The Chamber: Decide By Sept 1 and Save

The deadline is coming soon—but there is still time to receive 10% off of any Chamber Marketing program by ordering before September 1st! Our 2011-2012 Marketing Opportunities booklet is a complete guide to all of our marketing and advertising programs throughout the year—pick it up and see what we have to offer. Contact Matt McMahon, Regional Marketing and Tourism Director at [matt@vermont.org](mailto:matt@vermont.org) with any questions or to request a booklet.

Lake Champlain Regional Chamber of Commerce offers a trip to  
**EXPERIENCE BUDAPEST AND PRAGUE 2012**

**\$2,449** Per Person  
March 21 - 29, 2012

- Round-trip international airfare
- Motorcoach transportation to/from JFK
- First class accommodations
- Superb cuisine

Contact Lisa Quinlan at the Lake Champlain Regional Chamber of Commerce:  
[quinlanvermont.org](http://quinlanvermont.org) or (802) 863-3489 ext. 221 or [www.vermont.org/Trip](http://www.vermont.org/Trip)

**Informational Meeting:**  
Holiday Inn, South Burlington (Williston Rd)  
September 13, 2011 | 5:30 pm - 7:00 pm

## TLC Nursing provides passionate care to homebound seniors

**T**LC Nursing Associates, LLC is a nurse owned and operated Senior Home Care organization. Founded in 2006, our company is focused on providing Compassionate Care to homebound seniors affording them the best quality of life and delivering flexible Staffing Solutions to the healthcare industry in the New England area.

TLC's Home Care Services are supervised and coordinated by Registered Nurses (RNs). This unique touch gives our clients greater peace of mind knowing that their health and wellness are incorporated into the services that they receive.

We offer a wide variety of home care services ranging from companionship, homemaking, personal assistance services, and much more. Whether you're recovering from illness, injury or simply need extra help at home, TLC nursing can provide the level of non-

medical care needed. We provide services starting from 1 hour to 24 hr Live-In care services. Please visit our website at [www.tlcnursingassociates.com](http://www.tlcnursingassociates.com) for information on our homecare services. Make sure to check out the Comparison Chart on our website.

Why Home Care? TLC Nursing Associates helps older Vermonters and those with disabilities live longer, healthier, and more independent lives in the comfort of familiar surroundings. Home care is something that keeps families together, helps them adjust to a new lifestyle, affords greater dignity and peace of mind.

Need Services Now? We're here 24/7. Call us any time of the day to help with your home care and facility staffing needs. Call us at 802-735-1123 or toll free at (888) 414-0703. Please visit us online at [www.tlcnursingassociates.com](http://www.tlcnursingassociates.com) for information about TLC. "When You Need Care, TLC is There!"



*Chamber members  
save big with FairPoint*

GET UP TO  
**30% OFF**  
HIGH-SPEED INTERNET

FairPoint Communications, the area's premier provider of complex voice, broadband, data and video solutions for businesses of all sizes, has teamed up with the Chamber to offer you a substantial discount on high-speed Internet.

Let our super-reliable VantagePoint network supply the speed your business needs to prosper and grow.

**Connect today!**

Call Phil Schuman at the Chamber 1.802.863.3489 ext. 211 or email [phil@vermont.org](mailto:phil@vermont.org) for details.

**FairPoint**  
communications

[www.FairPoint.com](http://www.FairPoint.com)

Not all services available in all areas. Services subject to change. © 2011 FairPoint Communications, Inc. All rights reserved.

## VCB Brings 5<sup>th</sup> Annual Flavors of Vermont to Boston

Vermont Convention Bureau and members recently hosted the 5<sup>th</sup> Annual Flavors of Vermont in Boston educating planners about Vermont as a meeting destination. Members had the opportunity to talk one on one with meeting buyers. The Vermont Convention Bureau staff is working to develop additional sales leads for the membership.

The event hosted at the Downtown Harvard Club in Boston's Financial District included a private Vermont themed reception and trade show with recipes created by Vermont hotels and resorts such as the Woodstock Inn's Vermont Cheddar Cheese Fondue, the Vermont Farms Porcini Tart offered by Stowe Mountain Lodge, The Equinox Resort & Spa's Chop House Salad and Vermont Cheddar & Maple Crackers

---

### Vermont as a premier meeting destination!

---

provided by Mount Snow Resort. Stoweflake introduced a Vermont Mapletini as the specialty drink at the event.

VCB members participating in the event included; Simon Pearce, Woodstock Inn & Resort, Champlain College Conference & Event Center, Hilton Hotel Burlington, Killington Grand Resort & Conference Center, Equinox Resort & Spa, Topnotch Resort & Spa, Stoweflake Resort & Conference Center, Stowe Mountain Lodge, Sugarbush Resort, Stratton Mountain Resort and Mount Snow Resort.

Some of the planners that attended represented businesses such as Liberty Mutual Group, Fidelity, C3, Harvard University, Cambridge Associates, Helms Briscoe, Millennium Pharmaceuticals, Housing Partnership Network, Brigham & Women's Hospital, Northeast Waste Management Officials Association and Northeastern District of the Barbershop Harmony Society along with many other organizations from the Greater Boston area.

Special thanks to new VCB marketing partners, Tipped Cow Cookie Company for providing fresh baked cookies for the planners' gift bags and a beautiful Tipped Cow Cookie Gift Basket as a door prize as well as to SOAPSMITHS for providing Bath Salts and Shea Crème for the meeting planners gift bags.



*Dana Keeler, Jonathan Cardoni and Betsy Gonzalez of Liberty Mutual Group, Julie Nach-Locke of Helms Briscoe, and Ronli Merlis of Millennium Pharmaceuticals enjoy the Flavors of Vermont.*



*VCB Member Karen Zaretsky of Simon Pearce talks with Ronli Merlis of Millennium Pharmaceuticals.*



*Simon Pearce glass pieces are the perfect idea for corporate gift giving.*

## Bringing Diplomacy Home

Never before in human history have we been able to virtually visit every corner of the globe and learn about so many different world cultures with only a few mouse clicks. This has led to a huge growth in global awareness around the world. However, travel will not soon be replaced by information because there is no way to simulate the experiences of meeting other people and learning from them as a visitor in their home land.

For this reason, one of the most important features of our international visitor programs is "Home Hospitality". Home Hospitality is when a family, individual, club, or business actually

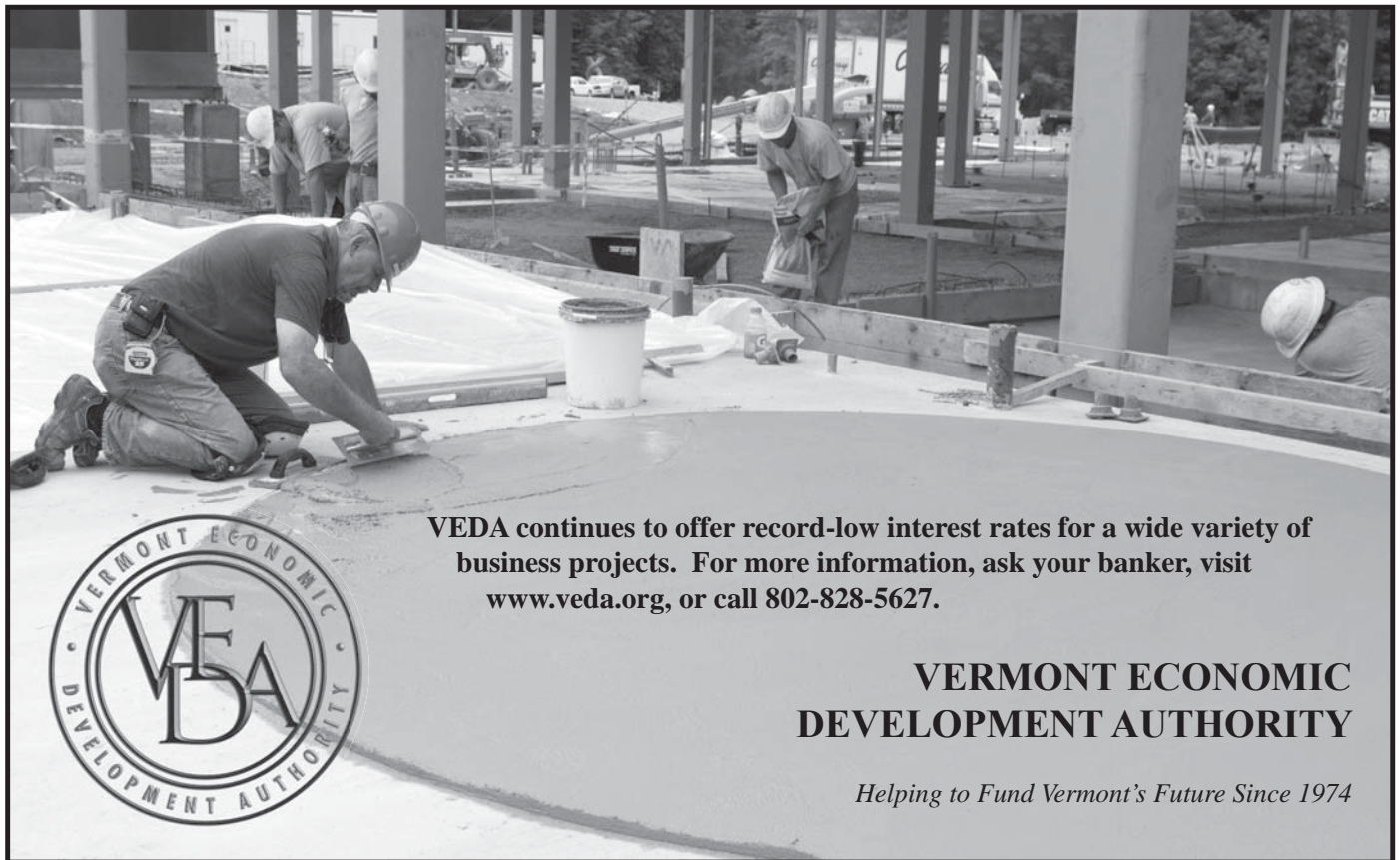
invites a visitor (or group) into their home for a meal or social gathering. These are not ornate events, but rather a 'typical' American experience in which all attendees kick back and enjoy each other's company in a social atmosphere.

For visitors with a vision of America based mostly on pop culture, our multinational corporations, and our big foreign policy decisions, even a few hours spent sharing a meal with an actual American can be eye-opening. As much as the visitors learn, it's also a great opportunity for our Vermont hosts to learn about foreign perceptions of the U.S. from first-time visitors.

Here at the VCWA, we hope to

continue to expand our home hospitality programs and include even more, diverse members of the local community. Some of the best and most effective diplomacy actually happens around dining tables and sizzling grills. If you're thinking about how to teach your children about other cultures, want to reconnect with a culture/place you may have experienced yourself, or simply enjoy meaningful discussions with interesting people, we want to hear from you!


For more information about hosting international visitors, please contact [Eli@Vermont.org](mailto:Eli@Vermont.org), call our offices, or find the VCWA on your favorite social media outlet.



**VEDA continues to offer record-low interest rates for a wide variety of business projects. For more information, ask your banker, visit [www.veda.org](http://www.veda.org), or call 802-828-5627.**

**VERMONT ECONOMIC  
DEVELOPMENT AUTHORITY**

*Helping to Fund Vermont's Future Since 1974*



# LEADERSHIP CHAMPLAIN

[www.vermontmeetings.org](http://www.vermontmeetings.org) • [cari@vermont.org](mailto:cari@vermont.org)

## Introducing our new Leadership Champlain Board Members!

Leadership Champlain welcomes five new Board members to the Board of Directors! Let us take a chance to introduce them to you... welcome aboard one and all!

Annie Bourdon is the founder and executive director of CarShare Vermont



in Burlington. She is a sustainable transportation enthusiast and has spent the past decade working in the nonprofit carsharing industry, both in San Francisco and locally. Annie has a Master's degree in public administration from the University of Vermont and received her B.A. in environmental studies from Bates College. She lives in Burlington where she loves spending time with family, cooking, and enjoying community life.



Jesse Bridges has worked as the Director of Ticket Operations for the University of Vermont since the fall of 2002. His role expanded to take over Victory Club Operations in the winter of 2007. As the director of both units, Bridges oversees the fundraising, revenue generation as well as the day-to-day management and strategic planning for the Victory Club and ticket offices. Bridges focuses on providing Catamount fans with the best customer service possible and student-

athlete fundraising priorities. He is a member of NAADD (National Association of Athletic Development Directors) and INTIX (International Ticketing Association). As a student, he worked as a Catamount field hockey assistant coach. In addition, he competed with the Men's Junior National Field Hockey team during his early tenure at Vermont. Born in St. Johnsbury, Vermont, Bridges grew up in Hamilton, Mass. He now lives in Burlington with his wife Megan and daughter Julianna. Jesse graduated from Leadership Champlain in 2011.

Amit Lodha is currently the Manufacturing Manager at BioTek

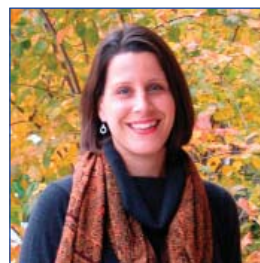


Instruments, managing assembly, purchasing, production control, warehouse, machine shop & facilities and has been working there for past 6 years. He is involved in implementing lean manufacturing concepts at BioTek. Prior to joining BioTek he was Purchasing Manager at Alcoa Packaging Machinery. He has a BS in Mechanical Engineering and Masters in Manufacturing Management. He has the CPIM certification by APICS, Professional Certificate in Leadership and Management at UVM and is a Leadership Champlain Alumni. Currently, he serves on board of LCRCC and in past have been on the BOD of the Project Management Institute's. He enjoys volunteering as a Odyssey of Mind Coach & Judge and a mentor for Everybody Wins Vermont.

Ken Nussbaum is a CPA and Consultant in Richmond who works with individuals and their businesses, helping them make the right decisions for each specific situation. Ken provides perspective and experience on a multitude of income tax, estate planning and financial counseling topics. Focusing on the whole picture including the non-tax aspects involved, Ken's clients receive personal attention regardless of whether they are located around the corner or across the globe.



Trish Shabazz is a Director with the United Way of Chittenden County focused on community mobilization



and engagement. She focuses on recruiting people and organizations who bring passion, expertise and resources needed to get things done in the community, with a special focus on Education, Income and Health—the building blocks for a good quality of life. Trish moved here from Oakland, CA in 2008, where she was the Vice President of Field Services and Human Resources for the American Lung Association in California. Her passion is working with cross-sector organizations, businesses and individuals to mobilize for community impact and improving people's lives throughout Chittenden County.

## Training Dollars Available to Employers - Find Out More!

One of the most valuable assets of a company is their trained workforce. The Vermont Legislature appropriated funding through the Vermont Department of Labor's (VDOL) Workforce Education and Training Fund (WETF) and the Vermont Department of Economic Development's (VDED) Vermont Training Program (VTP) for workforce development programs. These programs share a common purpose: to increase career opportunities for workers and to increase the number of workers with skills that meet the needs of Vermont employers.

These Workforce Development Programs through VDOL promote the creation and retention of high quality jobs, and the growth of a highly skilled workforce, by funding occupational skills training, employment

experiences and career awareness activities for adults, students, and other specialized training leading to employment with new and existing businesses. Eligible applicants include employers, and public and private training providers in collaboration with employers. Activities under this program can include occupational skill training/education and apprenticeships. Projects may also train current (incumbent) workers for promotions or upgrades, or workers who would otherwise be laid off or have their work hours reduced. WETF projects that train incumbent workers must project specific outcomes related to increased pay or layoff aversion.

The Vermont Training Program provides funds for the training of employees in new and existing busi-

nesses. The state offers three training initiatives: new employment, upgrade, and crossover training for incumbent workers.

These training funds are available immediately, and will be granted on an on-going basis. There are no upper or lower limits on the amounts that can be requested, but applications requesting more than \$150,000 must demonstrate their projects will have statewide impact, and/or will result in the creation of a significant number of new jobs.

Potential applicants should visit the VDOL website [www.labor.vermont.gov](http://www.labor.vermont.gov) for the essential eligibility criteria for the WETF programs and the VDED website [www.thinkvermont.com/Programs/WorkforceTraining/VermontTrainingProgram](http://www.thinkvermont.com/Programs/WorkforceTraining/VermontTrainingProgram) for eligibility criteria for the VTP.

## LEAP: Learn, Earn, And Prosper Program is Underway!

This summer, five visually impaired youth are participating in LEAP, a 4 week residential program where they develop employment skills while working four days a week in vocational training programs at ReSource in Burlington. While living and working together, all LEAP members contribute to meal preparation and other group tasks and chores, use public transportation, participate in community service projects, and engage in recreational activities. Linking Learning to Life coordinates career workshops that help participants explore their individual values and career interests and set goals for the future. LLL also exposes them to different workplaces such as 95Tri-

pleX and Ben & Jerry's headquarters. Members also have the opportunity to continue the program with Vermont Youth Conservation Corps and experience living in lean-tos and learn how to do conservation and trail work. This is the fourth year of LEAP and 18 students have participated in the program.

LEAP a partnership of Linking Learning to Life, Vermont Youth Conservation Corps, ReSource, State of Vermont Division for the Blind and Visually Impaired, the Vermont Association of the Blind and Visually Impaired, Vermont Association of Business Industry and Rehabilitation, and The Gibney Family Founda-



tion. The partnership was awarded by the Northeast Association for the Education & Rehabilitation for their successful work. For more information and to watch a video about the program, please visit: [www.lllvt.org/programs/career-programs/learn-earn-and-prosper](http://www.lllvt.org/programs/career-programs/learn-earn-and-prosper).

# BUSINESS AFTER HOURS

[www.vermont.org](http://www.vermont.org) • [adam@vermont.org](mailto:adam@vermont.org)

## Residence Inn - Burlington's Newest Hotel!



The Residence Inn by Marriott Colchester is pleased to host the Burlington Chamber of Commerce Business After Hours event on Wednesday, August 17, 2011. Opened September 14, 2010, the Residence Inn is the Burlington area's newest hotel.

The hotel, located on Rathe Road, features 108 suites including studio kings, 1 bedroom fireplace suites and 2 bedroom/2 bath suites with separate living room area to relax after a long hard day. Each suite has a fully equipped kitchen with stainless steel appliances, granite countertops and LCD/Hi-Definition televisions. The hotel also has many features to keep you active while you are away at home including an indoor pool/Jacuzzi, fitness room and SportCourt. Our on-site amenities include complimentary WIFI, outdoor patio and BBQ, and guest laundry. Our

complimentary full hot breakfast buffet is served daily and our Evening Social served Monday-Thursday provides a light fare for our guests.

### Business After Hours

**Date:** Wednesday, August 17

**Time:** 5:30-7:30 p.m.

**Location:** Residence Inn Colchester  
71 Rathe Road, Colchester

In addition to the many features our hotel provides, our staff will make your stay a memorable one. We have had countless guests write to Marriott specifically commending our service. Currently, our hotel is ranked among the top 20 in the country for Guest Satisfaction as rated by Marriott Residence Inn guests.

We hope you can join us on Wednesday, August 17 for the Chamber After Hours Event. Tours of the hotel will be available, along with the usual festivities. The hotel is located at 71 Rathe Road, Colchester, ½ mile north on Route 7 off exit 16 of I-89.



## Accent Travel a leader in business travel management

Accent Travel/American Express is New England's foremost travel agency. As an American Express affiliate, we are a leader in business travel management, with a 150-year heritage of customer service. We work with your company to design and manage comprehensive travel programs that achieve your business goals.

By working with Accent Travel, your company will maximize savings and improve compliance. In addition, Accent Travel delivers a consistent personal experience of

comprehensive service and expert knowledge.

No matter where in the world your business takes you, you'll benefit with Accent Travel as your travel partner.





# August Business After Hours



**Date:** Wednesday, August 17  
**Time:** 5:30-7:30 pm  
**Location:** Residence Inn Colchester  
**Directions:** 71 Rathe Road, Colchester  
**Sponsor:** Accent Travel  
**DJ:** Supersounds DJ  
**Drinks:** TRUSpirits

Join us for our next business after hours event at the NEW Residence Inn in Colchester, sponsored by Accent Travel. Come see what the newest hotel in the area has to offer for business travel and tourism amenities.

---

## Wednesday, August 17 Business After Hours at Residence Inn Colchester

- Enclosed is my check for \$\_\_\_\_\_ (\$8/pre-registered member; \$12/day of event; \$20 guests)
- Credit Card Number (Visa, Mastercard, American Express): \_\_\_\_\_ Exp. \_\_\_\_\_

Name(s): \_\_\_\_\_

Business: \_\_\_\_\_ Phone: \_\_\_\_\_

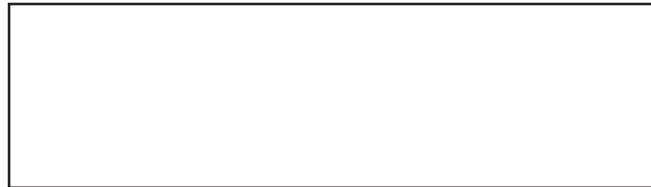
Please return WITH PAYMENT OR COUPON by Noon on Aug 17 to:  
 LCRCC, 60 Main Street, Suite 100, Burlington, VT 05401  
 Fax this form to (802) 863-1538 or register online at [www.vermont.org](http://www.vermont.org)  
*Pre-registration is encouraged but not required. All payments are non-refundable.*



**Lake Champlain Regional  
Chamber of Commerce**

60 Main Street • Suite 100  
Burlington, VT 05401

PRESORTED STANDARD  
U.S. POSTAGE  
PAID  
BURLINGTON, VT 05401  
PERMIT #147



**THE DISTINCTION OF DINSE:**

**tackling today's  
tough legal  
challenges for  
businesses, non-  
profit institutions  
and individuals.**

**dinse knapp mcandrew**  
Burlington, Vermont

Integrated resources, results-oriented counsel, and team-based solutions  
to today's complex legal issues. Learn more at [www.dinse.com](http://www.dinse.com)